



Procurement Times

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**ANSWER CONTRACT
FACTOIDS!**
2600 Task Orders
\$3.57 B Funded Sales
\$7.56 B Estimated Value

**MILLENNIA CONTRACT
FACTOIDS!**
99 Task Orders
\$3.78 B Funded Sales
\$8.31B Estimated Value

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GSA Announces Alliant Strategy *Monti Jagers/Sherrie Householder*

On February 11, 2005, GSA announced plans to award two government-wide acquisition contracts (GWACs) for information technology (IT) services under the Alliant Program. The Alliant strategy is to launch two simultaneous acquisitions: one contract, Alliant that will be open to all bidders and another contract that will be set aside for small businesses. The two 10-year multiple award, Indefinite Delivery, Indefinite Quantity (MA/IDIQ) contracts will have a combined maximum value of \$65 billion. Both GWACs are broadly scoped acquisitions with a suite of information technology (IT) services. The IT services are based on market research and technical analysis, and have been adjusted based on industry and client feedback. In addition, the GWACs will maintain technical currency to ensure that our customers have access to the newest technologies and services available within the IT industry.

Other Alliant contract features include: 1) a five year base plus one five year option; 2) firm fixed price, time and materials, and cost type contracts; 3) annual contract/technical refreshment; 4) comprehensive scope of IT services; 5) competition open to all business types; 6) contractor on ramp; 7) performance-based contracting; 8) up to 20 industry partners; 9) \$50B ceiling, and 10) allows for subcontracted minor installation.

The small business set aside contract will have: 1) a five year base plus one five year option; 2) Contract types to include firm fixed price, time and materials and cost contracts; 3) size classification of \$21 million; 4) annual contract/technical refreshment; 5) up to 40 industry partners; 6) two functional areas; 7) small business primes only; 8) contractor on ramp; 9) business size recertification at option; 10) \$15B ceiling.

GSA recently submitted the business case for the two contracts to the Office of Management and Budget (OMB) and will issue the draft requests for proposals (RFPs) in March 2005. Pre-Solicitation conferences are scheduled in Washington DC on April 18 and in San Diego, CA on April 26, 2005. Final solicitations will be released this summer and contract awards are planned for the summer of 2006.

The GWAC Centers collected lessons learned from the various GSA and other agency GWACs, and incorporated the results in the Alliant Program. The early establishment of an Ordering Guide, Cost Reimbursement and Close-Out Guides before the Alliant award will ensure that Industry Partners and clients understand the fundamentals of using the Alliant GWACs. These documents will be posted in advance of the Alliant awards via the Alliant website.

"Consistent with our 'Get It Right' initiative to achieve excellence in federal acquisitions, we have worked with stakeholders to develop the best approach," said GSA Administrator Stephen A. Perry. "We have taken all the necessary steps up front, so that as many issues as possible will be resolved, even before we issue the draft RFP."

The GWACs will provide the greatest amount of flexibility possible to efficiently and effectively support the federal government's needs in its daily operations, its protection of infrastructure, the fight against terrorism and the development and marketing of emerging technologies.

GSA's Enterprise GWAC Center in San Diego manages the Alliant procurement. The Small Business GWAC Center in Kansas City, Mo., manages the Small Business procurement. On-line information is available at <http://www.gsa.gov/alliant> and <http://www.gsa.gov/sbgwac>.

E-Offer Provides Complimentary ACES Certificates to Qualified Vendors *Aprell Bradford*

GSA continues to work hard in an effort to make it easier for Industry to conduct business with the Government. Qualified vendors can obtain a complimentary ACES certificate, which allows their firm to submit secure online proposals and modifications. Digital Signature Trust (DST), ACES Industry Partner, was awarded the order to provide the complimentary certificates. Vendors interested in obtaining the certificate can obtain detailed information on the E-Offer homepage <http://eoffer.gsa.gov>.

OFPP Memo Establishes Requirements for Acquisition Workforce *Monti Jagers*

The Office of Federal Procurement Policy (OFPP) memo would establish a government wide framework to define the federal acquisition workforce and the qualifications for contracting officers, project managers and others. The memo, which would take effect April 1, 2005, defines the acquisition workforce as anyone involved in acquisition strategy or planning, anyone who establishes or manages business arrangements, and lawyers or subject matter experts.

Also, by October 1, 2006, the Federal Acquisition Institute (FAI) must develop acquisition certification programs and recommend a certification program for project and program managers. In addition, agencies will be required to put all their acquisition workforce information into the Acquisition Career Management Information System (ACMIS) by October 1, 2005. The agency Chief Acquisition Officer (CAO) will be responsible for the acquisition career management program.

Effective Date for New Subcontracting Rule Delayed *Monti Jagers*

The effective date for the new subcontracting rule related to evaluating contractors' good-faith subcontracting efforts has been delayed. The rule was determined to be a "major rule" under the Congressional Review Act (CRA), which generally requires that the effective date be at least 60 days from the date of publication in the *Federal Register*, or from the date both Houses of Congress receive it, whichever is later. Congress did not receive the final rule until January 11, 2005, necessitating a delay of the effective date until March 14, 2005. However, at the conclusion of congressional review, if the effective date has been changed, the Small Business Administration (SBA) will publish a document in the Federal Register to establish the actual effective date or to terminate the rule.

On December 20, 2004, SBA published in the Federal Register a final rule which, among other things, issued a list of factors for Federal agencies to consider in evaluating a prime contractor's performance and good faith efforts to achieve the requirements in its subcontracting plan, and authorized the use of goals in subcontracting plans, and/or past performance in meeting such goals, as a factor in source selection when placing orders against Federal Supply Schedules, government-wide acquisition contracts, and multi-agency contracts. The document incorrectly stated that the final rule was effective on December 20, 2004.

Eric Wagner Joins the Enterprise GWAC Center *Anjanette Magante*

On January 10, 2005, the Enterprise GWAC Center welcomed Eric Wagner. Eric joins us from the United States Marine Corps, where he was an Aviation Supply Officer. Eric served over seven years in the Corps, and was an active member of Operation Iraqi Freedom.

A graduate of Ohio State University with a Bachelors degree in Marketing, Eric also completed one year of law school while in the Marine Corps. Eric is a Contract Specialist, who will be working with Mimi Bruce on Client Support. Welcome aboard, Eric!



February/March Events

Date: February 16, 2005
Location: McLean, VA
Event: Marketing Summit

Date: February 22-25, 2005
Location: San Diego, CA
Event: Solutions Edu training – "Performance-Based Contracting"

Date: February 27-March 3, 2005
Location: Orlando, FL
Event: IPIC 2005 Conference

Date: March 7-11, 2005
Location: Oxnard, CA
Event: FC Advisory Board Meeting

Date: March 14-18, 2005
Location: Seoul, Korea
Event: Solutions Edu training – "Task Order Administration Under GWACs"

Date: March 22-24, 2005
Location: Jacksonville, FL
Event: DLA Customer Training Expo

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